## European Life Science and Healthcare Agenda

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<th>Date</th>
<th>22 September 2020</th>
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<td>Event time</td>
<td>14:00 – 15:30</td>
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### The Evolution of the Life Science Industry Driving Property Requirements

#### 14:00
**Introduction by Council Chairs**  
Ryan Matenchuk, Managing Director, Galileo Labs and Martin Field, Development Manager, Willmott Dixon Construction Limited

#### 14:10
**Presentations**

- The evolution of the Boston life science property ecosystem  
  **Owen Thomas, CEO, Boston Properties**

- The evolution of the drug discovery/collaborative research model  
  **Alexandros Charitou, Director, Guidehouse**

- The evolution of government support for the industry  
  **Phil Jackson, Head of International and Cluster Development, Medcity**

#### 14:40
**Key Questions Following the Presentation**

1) How have these shifts changed the nature of the life science property market?  
2) Are these trends continuing or changing?  
3) Industry shifts - How has tech changed the life science industry?  
4) How does investments like the Francis Crick Institute influence these trends?  
5) Where is the industry going? Newer trends after Covid?

#### 15:15
**Next Steps: Product Council Membership and Governance**
ULI’S PRIORITIES

1. Promoting Intelligent Densification and Urbanisation
   • What are the most responsible ways to provide cost-effective housing for a rapidly increasing global population that is becoming increasingly urbanised?
   • How can we advance the understanding of the relationship between a high-quality of life and the built environment to create high-quality, appropriately-priced density that is attractive to users?
   • What is the relationship between a thriving economy and a thriving city (and vice versa)—the relationship between a dynamic society and the built environment?

2. Creating Resilient Communities
   • What are the best new business models in the real estate and land use industry and how can we support their development?
   • How can we best adapt and reuse existing real estate while eliminating obsolete space to create thriving communities?
   • How can we influence land use leaders locally and around the world as they reshape the process of community building and developing both social and physical infrastructure?

3. Understanding Demand and Market Forces
   • How can we best understand the demand (quantity, type, price, and location of the need) for real estate and discover what the market wants short-term versus what the market needs long-term?
   • How can we help balance local, regional, national, and global interests as well as public and private interests in terms of how they affect land use decisions and development?
   • How will changing technology influence building and buildings, and how will people’s use of technology influence how they interact with the physical environment?

4. Connecting Capital and Real Estate Through Value
   • How can we best generate value in the built environment that is greater than its cost?
   • What are the best ways to ensure the attractiveness of real estate as an investment as institutional capital allocators continue to change and become more global?
   • What is the most effective way to demonstrate and explain the relationship between investment in public projects and amenities and the impact on real estate value?

5. Integrating Energy, Resources, and Uses
   • How can we best reduce the negative impact of the built environment on our natural resources and climate?
   • What are the best ways to use the world’s energy resources and protect the built environment from volatile and unpredictable conditions?
   • How will trends in energy and resources impact the future best use of land?
Thank you for joining a European Council. We hope you will agree that the value of the Council experience is determined by the quality and participation of its members and to protect this status we have outlined ten principles of Council membership which we hope will help you and others get the best from your Council membership.

1. **OPEN, HONEST DIALOGUE**: Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.

2. **CONFIDENTIALITY**: Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of this principle will result in immediate expulsion from your Council.

3. **REAL DEALS, REAL NUMBERS**: The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, successes as well as lesson learned.

4. **RESPECT FOR OTHERS**: Help make discussions productive and high value by respecting the views and opinions of your fellow council members, even if you don't necessarily share them.

5. **NO SELF PROMOTION**: Council members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.

6. **NO CELL PHONES OR BLACKBERRIES**: It should go without saying that you cannot be fully engaged in your council while checking your email. Councils will have breaks designed to allow members to check in and stay connected.

7. **ATTEND EVERY MEETING AND ATTEND ALL DAY**: Of course, we recognise there will be exceptions to this but as a Council member you have been chosen for the value your unique background and experience brings to the Council. Missing a Council meeting therefore reduces the value for every member of your Council.

8. **RECRUIT THE BRIGHTEST AND THE BEST**: You will often come into contact with new leaders in the industry who have exciting new products, ideas and best practice that would add value to your Council. Please refer these new leaders as guests to your Council, sponsor them for Council membership and work with your Council leadership to help them become future members of your Council.

9. **PARTICIPATE IN ULI AND ULI LEADERSHIP**: Council members are expected to be active participants in ULI’s mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment.

10. **CONTRIBUTE TO ULI AT A NATIONAL COUNCIL LEVEL**: Your experience at a pan-European level will be of interest at a domestic level. Please contact your National Council Chair to see how your input could best be utilised to help real estate professionals in your local market.